

Performance Dashboard

Hopper Car Demand

	Week 1			This Year		Last Year		This Year versus Last Year	
	This Year	Last Year	Current vs. Last	YTD	Weekly Average	YTD	Weekly Average	YTD	Weekly Average
CN	2,638	3,380	(742)	2,638	2,638	3,380	3,380	(742)	(742)
CP	4,153	3,376	777	4,153	4,153	3,376	3,376	777	777
	6,791	6,756	35	6,791	6,791	6,756	6,756	35	35

Empty Hopper Cars Supplied – Week 1 (All Want Weeks)

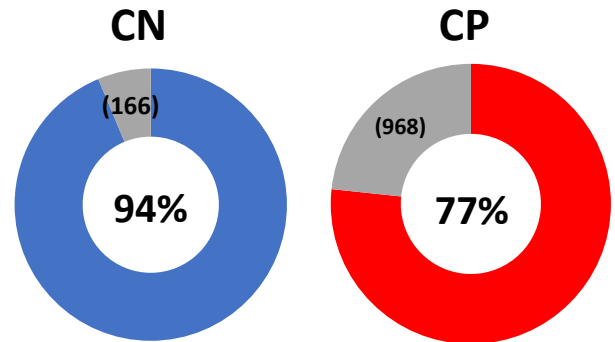
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,372	2,659	318	142	233	199	2,923	3,000
CP	3,110	2,838	482	329	794	179	4,386	3,346
	5,482	5,497	800	471	1,027	378	7,309	6,346

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	2%	2%
25	3%	1%	2%	3%	1%	2%
50	15%	7%	11%	15%	7%	11%
100	80%	89%	86%	80%	89%	86%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,638	4,153	6,791
Current Week Order Fulfillment			
Supplied in Current Week	2,372	3,110	5,482
Supplied Early	100	75	175
Total Cars Supplied for Want Week	2,472	3,185	5,657
Current Week Unfulfilled Demand	(166)	(968)	(1,134)
% Current Week Orders Supplied	94%	77%	83%

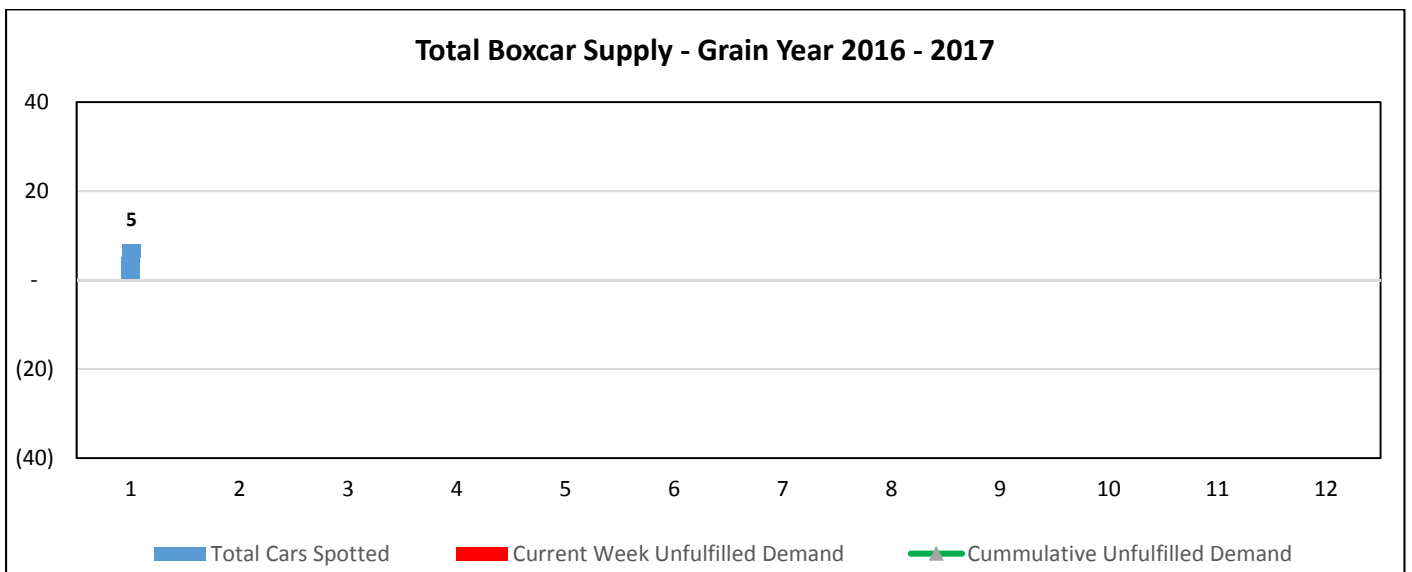
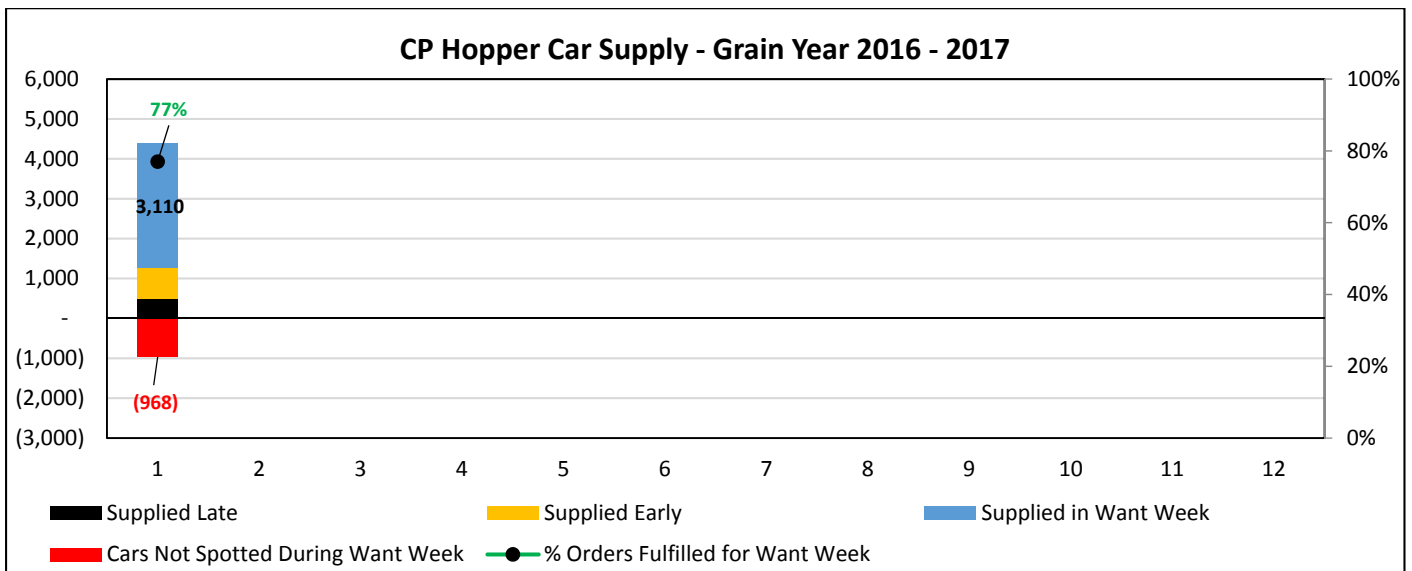
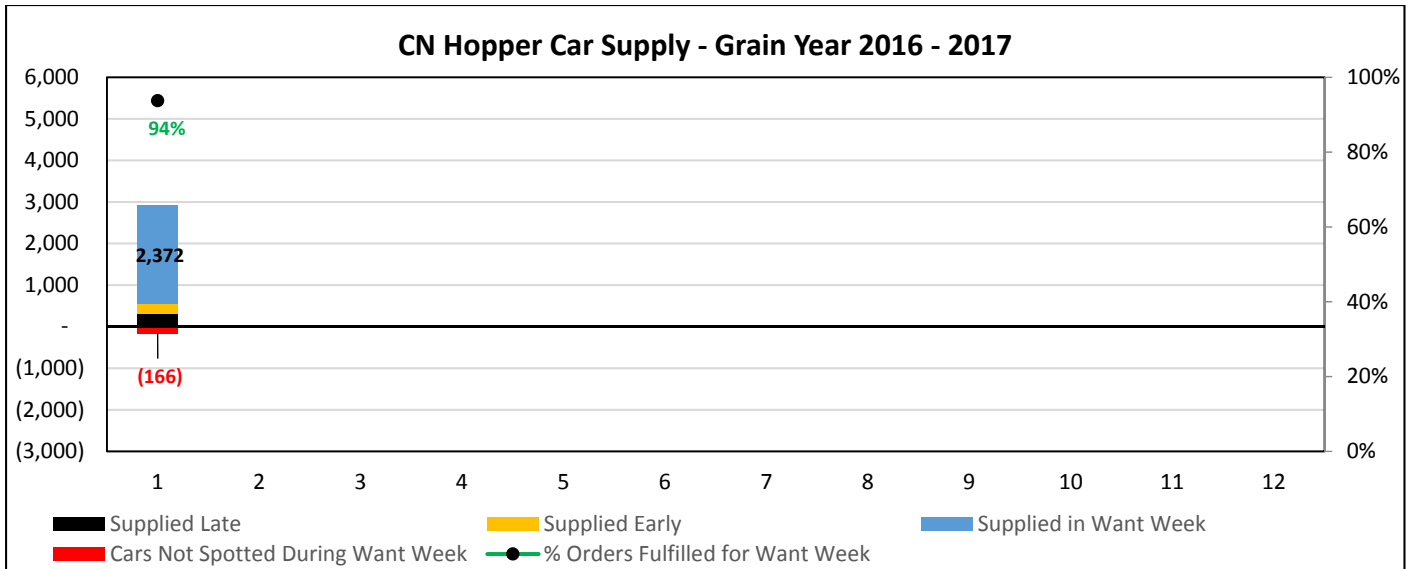


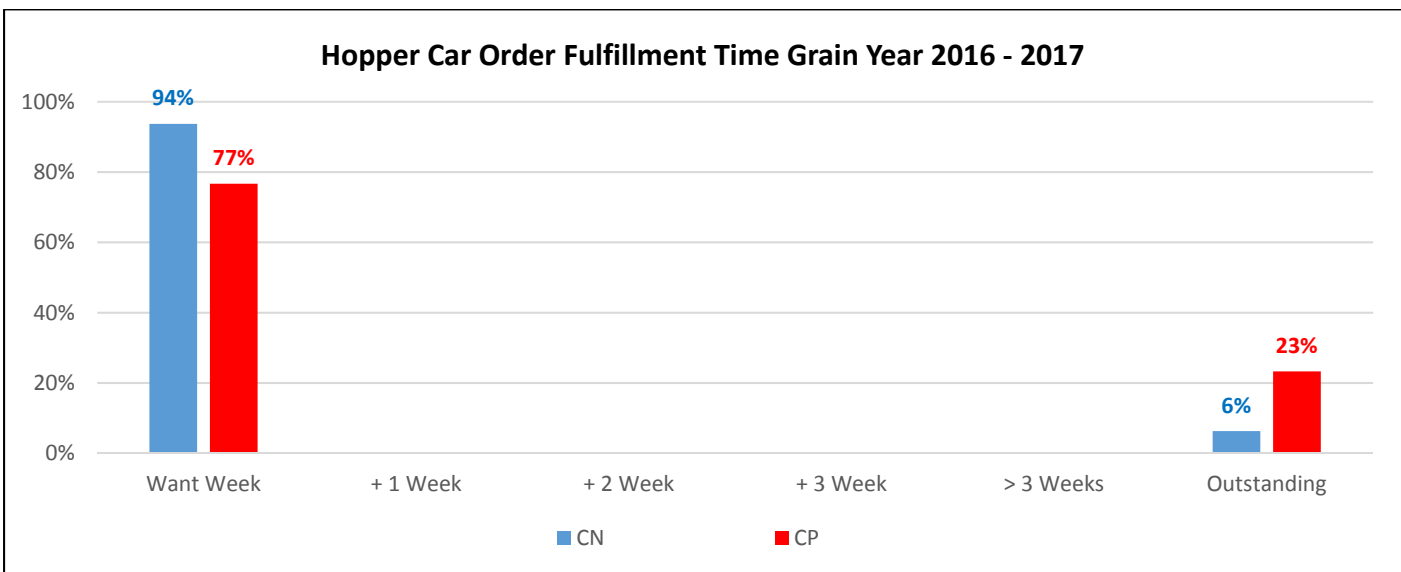
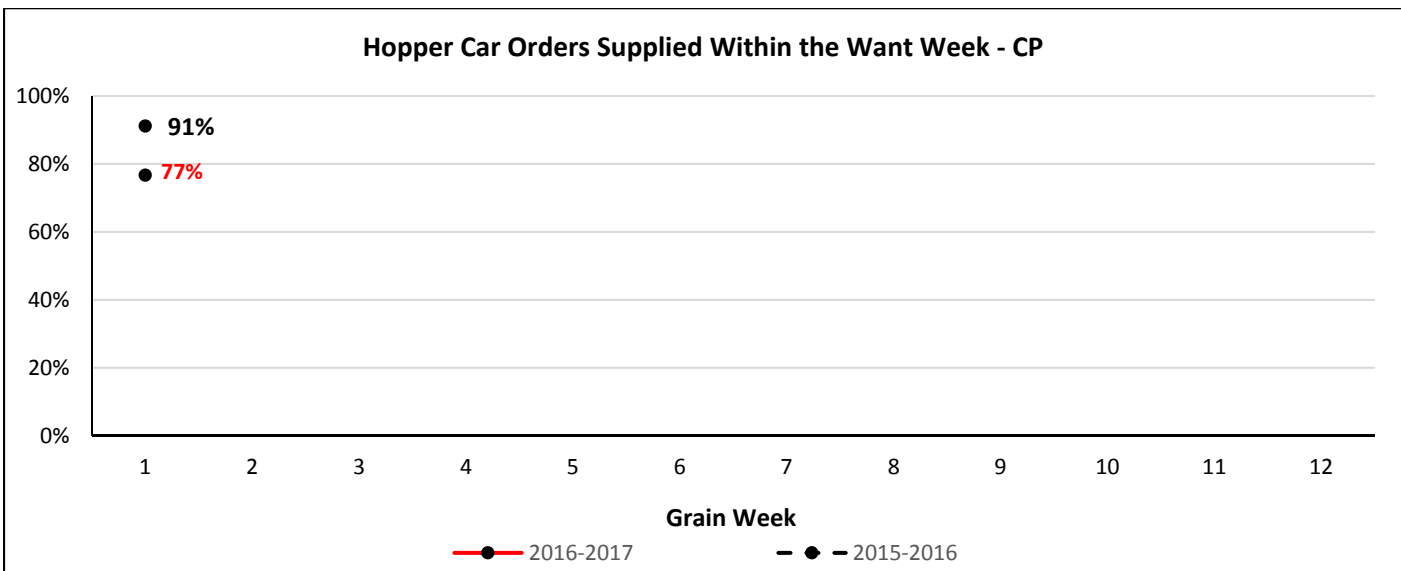
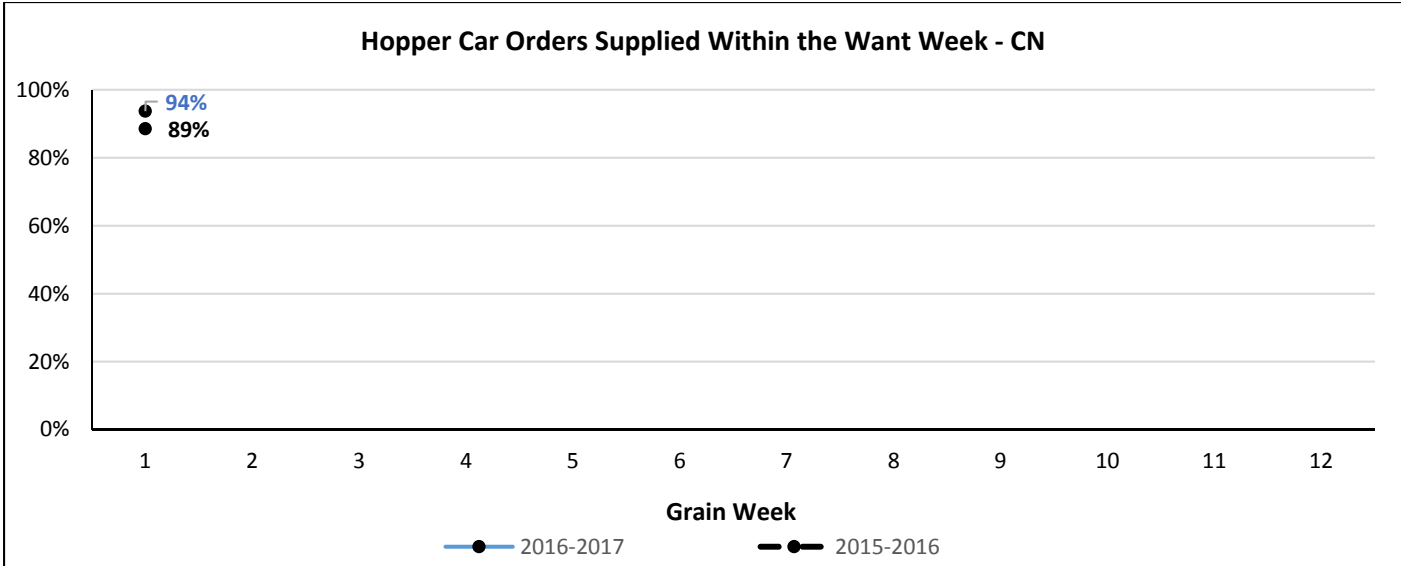
Loaded Dwell Time (Hours) at Origin (All Traffic)

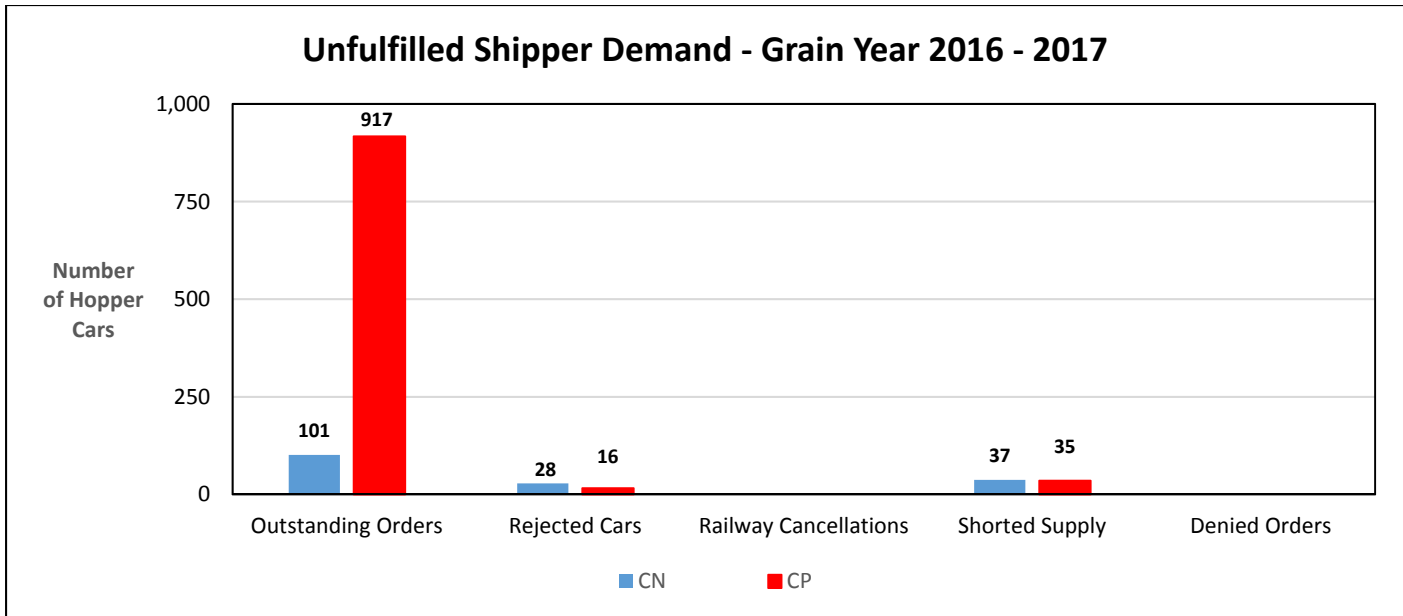
	Week 1		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	14	26	14	26
CP	75	42	75	42

Dwell Time (Hours) at Destination (All Traffic)

		Week 1		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	18	15	18
	CP	12	8	12	8
Thunder Bay	CN	93	53	93	53
	CP	49	38	49	38







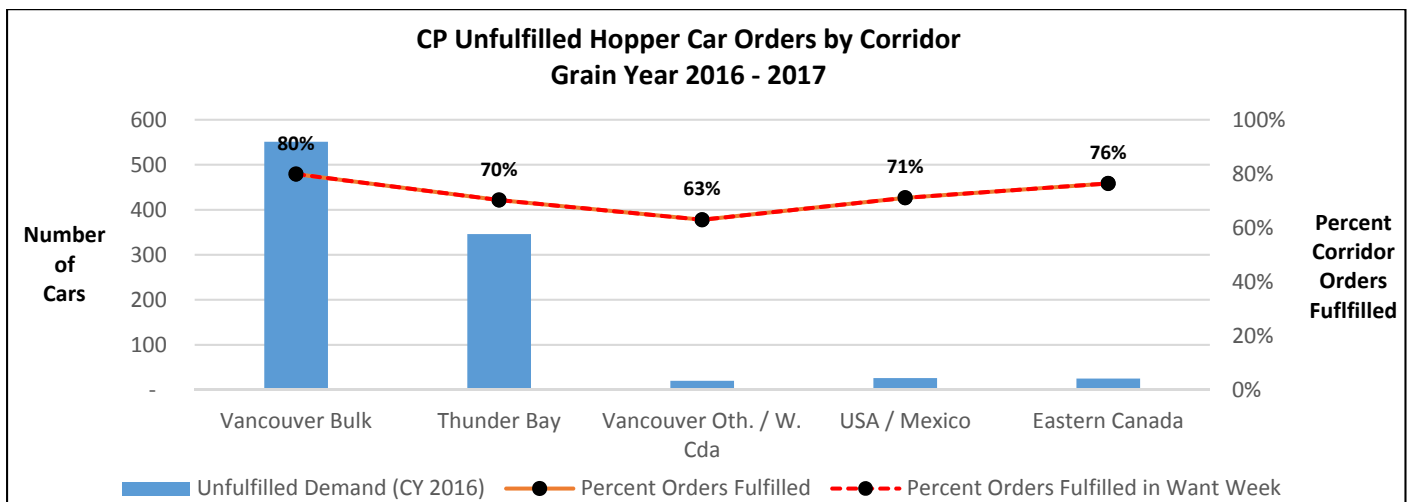
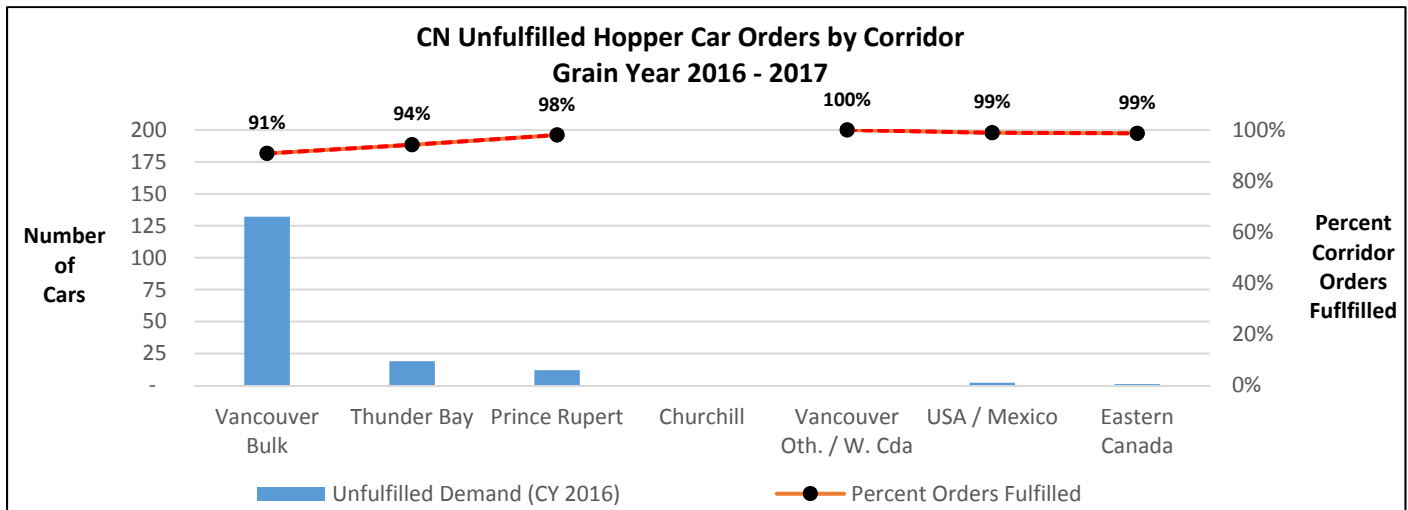
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders – To Week 1

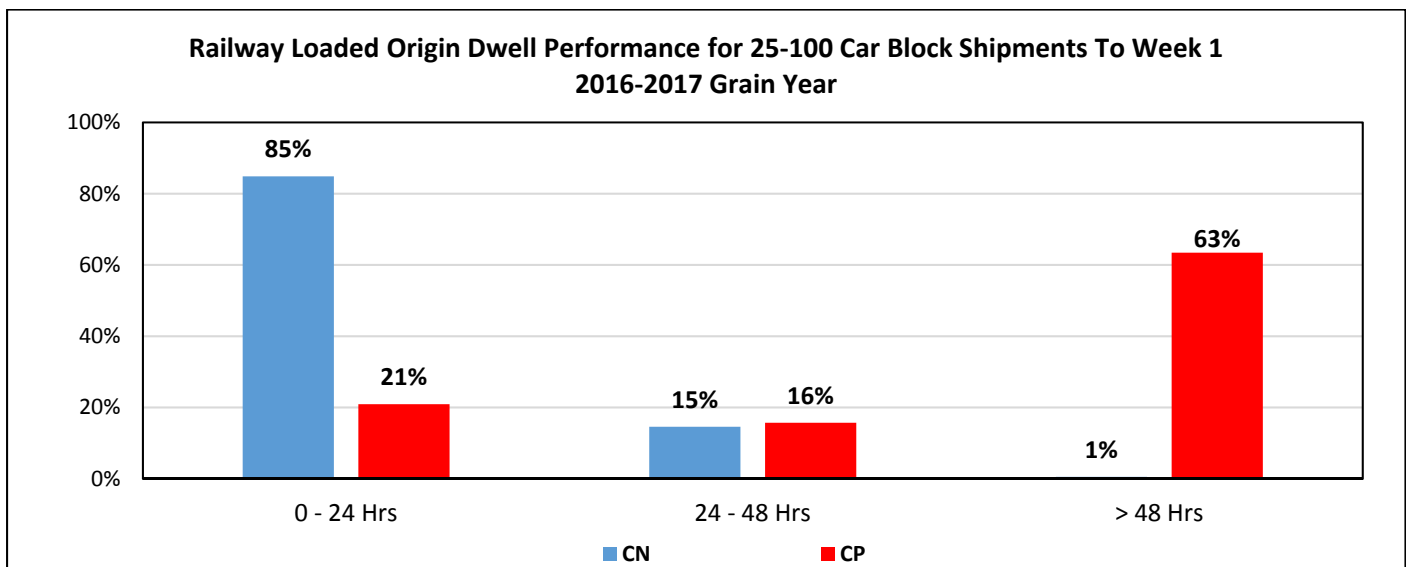
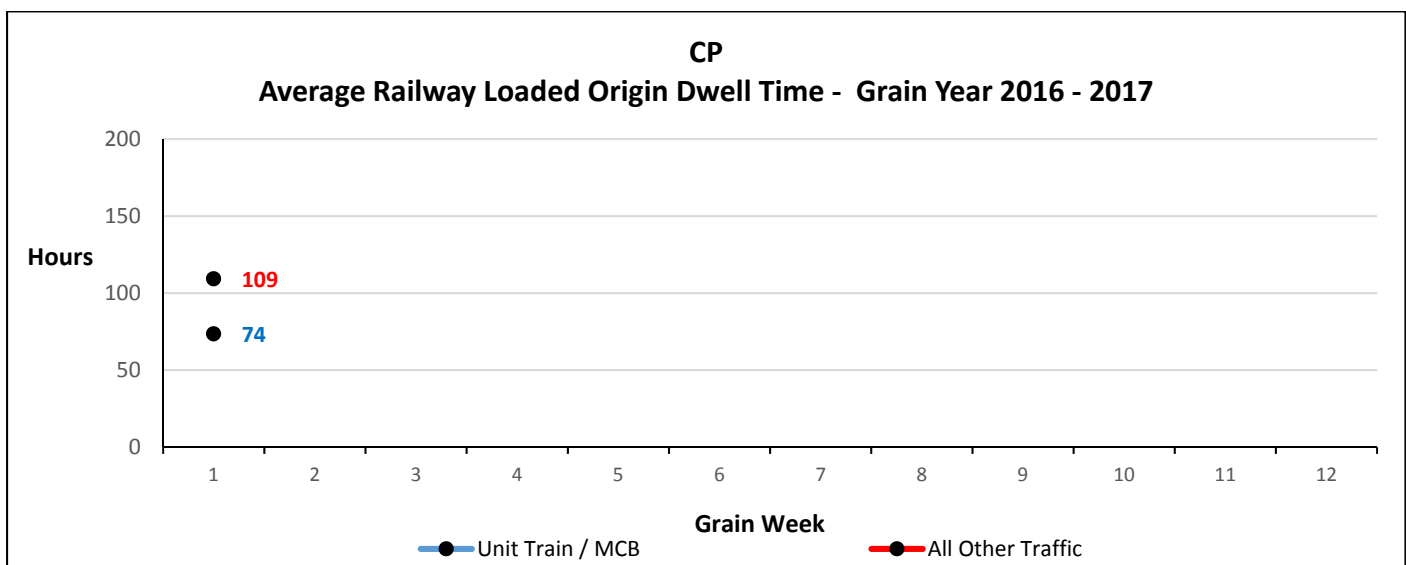
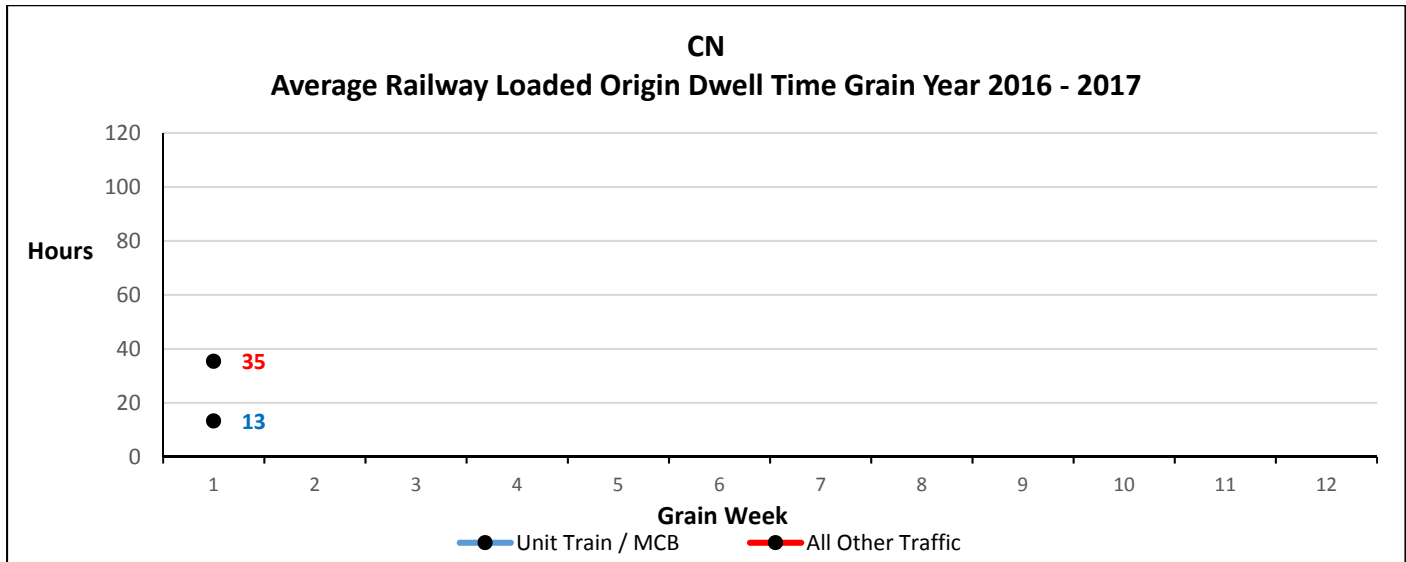
Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	1,437	1,305	(132)	91%
	Thunder Bay	329	310	(19)	94%
	Prince Rupert	606	594	(12)	98%
	Churchill	0	0	-	-
	Vancouver Other / W. Canada	9	9	-	100%
	USA / Mexico	181	179	(2)	99%
	Eastern Canada	76	75	(1)	99%
CN Total		2,638	2,472	(166)	94%
CP	Vancouver Bulk	2,739	2,188	(551)	80%
	Thunder Bay	1,164	818	(346)	70%
	Vancouver Other / W. Canada	54	34	(20)	63%
	USA / Mexico	90	64	(26)	71%
	Eastern Canada	106	81	(25)	76%
CP Total		4,153	3,185	(968)	77%

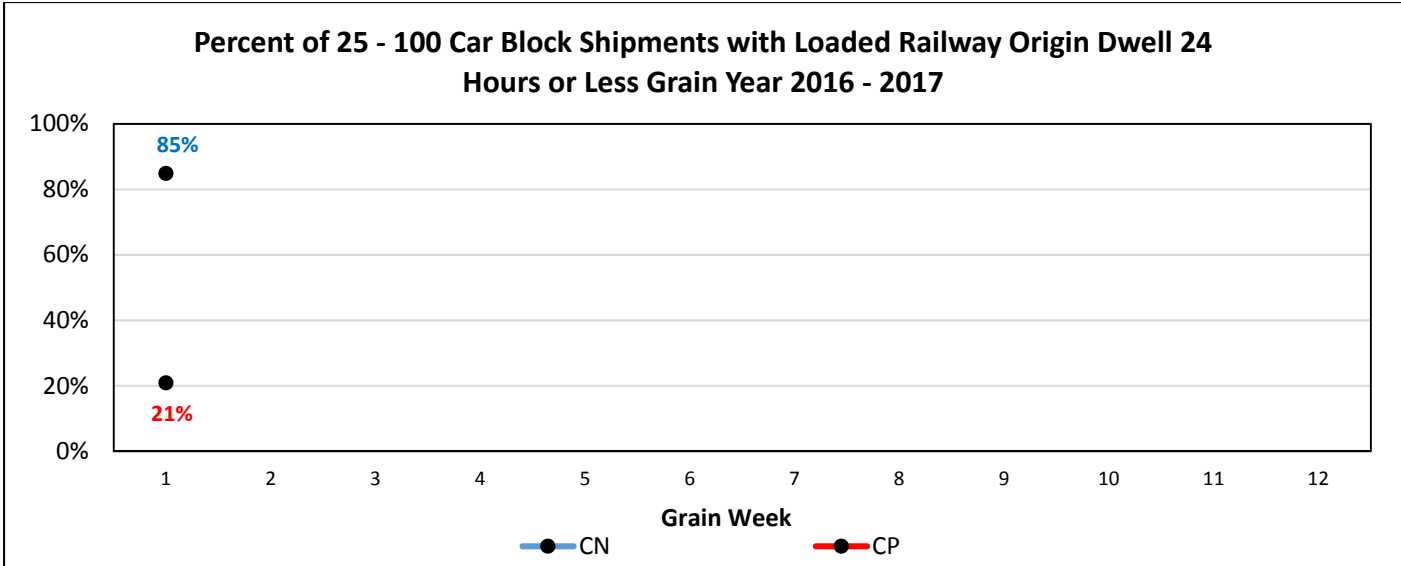
Hopper Cars Supplied in the Want Week by Corridor – To Week 1

Railway	Corridor	Week 1			Year to Date		
		Ordered	Supplied	% Supplied	Ordered	Supplied	% Supplied
CN	Vancouver Bulk	1,437	1,305	91%	1,437	1,305	91%
	Thunder Bay	329	310	94%	329	310	94%
	Prince Rupert	606	594	98%	606	594	98%
	Churchill	0	0	0%	0	0	0%
	Vancouver Other / W. Canada	9	9	100%	9	9	100%
	USA / Mexico	181	179	99%	181	179	99%
	Eastern Canada	76	75	99%	76	75	99%
CN Total		2,638	2,472	94%	2,638	2,472	94%
CP	Vancouver Bulk	2,739	2,188	80%	2,739	2,188	80%
	Thunder Bay	1,164	818	70%	1,164	818	70%
	Vancouver Other / W. Canada	54	34	63%	54	34	63%
	USA / Mexico	90	64	71%	90	64	71%
	Eastern Canada	106	81	76%	106	81	76%
CP Total		4,153	3,185	77%	4,153	3,185	77%

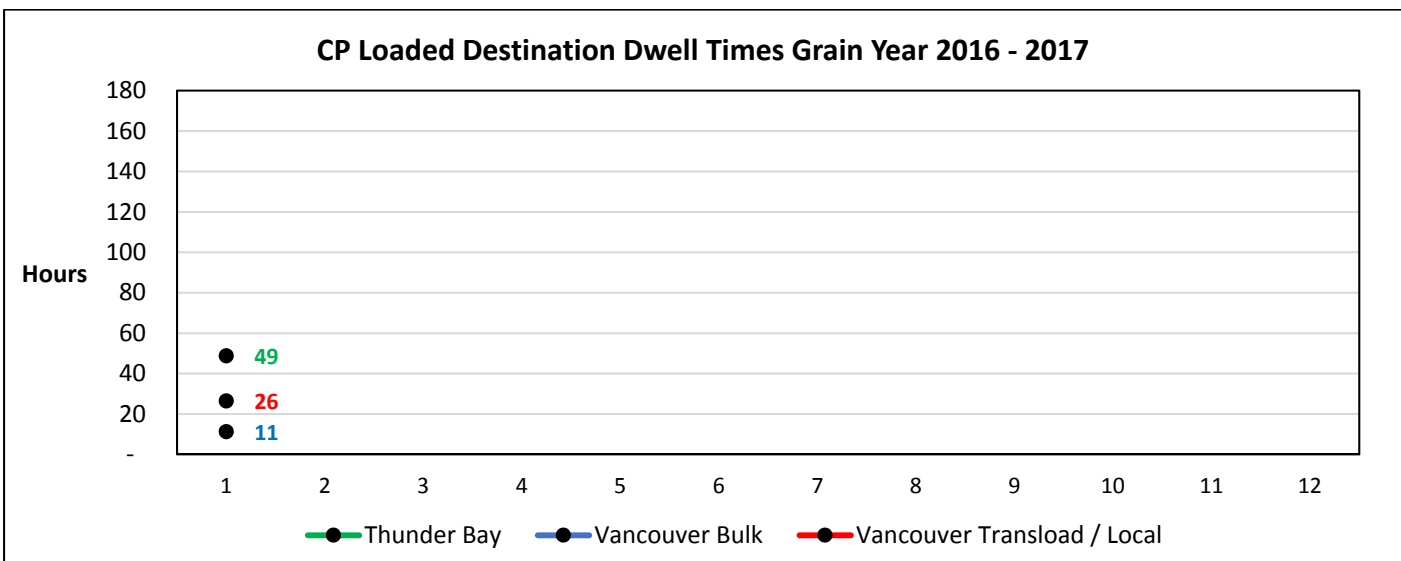
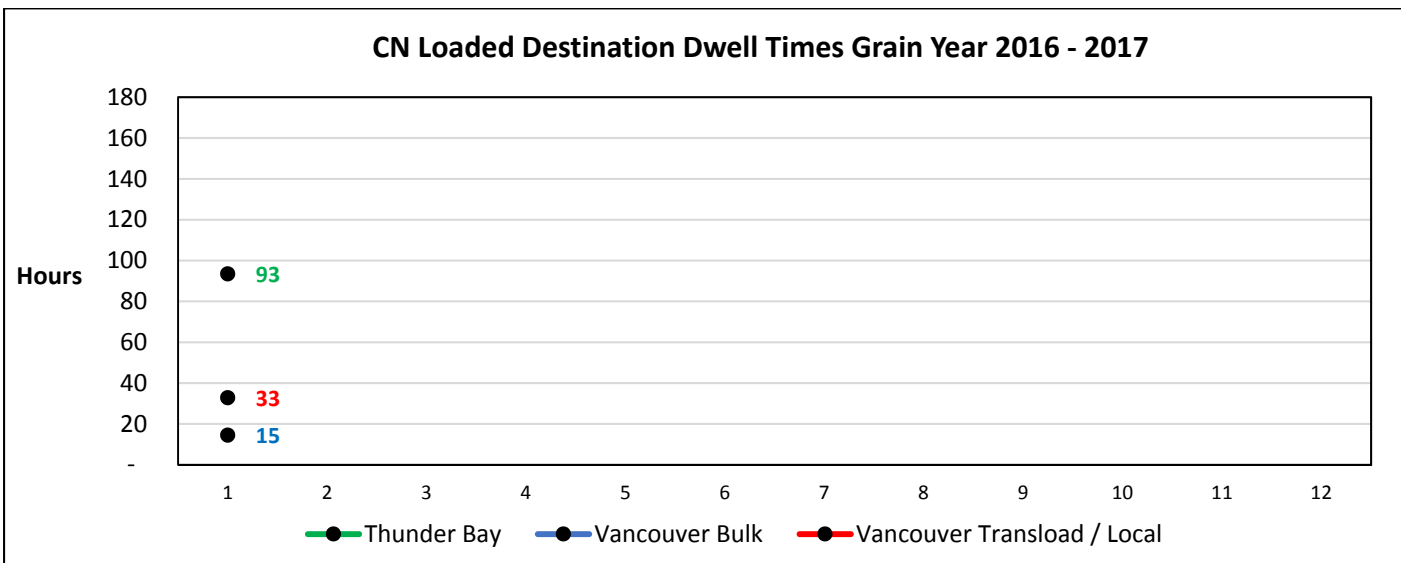


Origin Dwell Performance

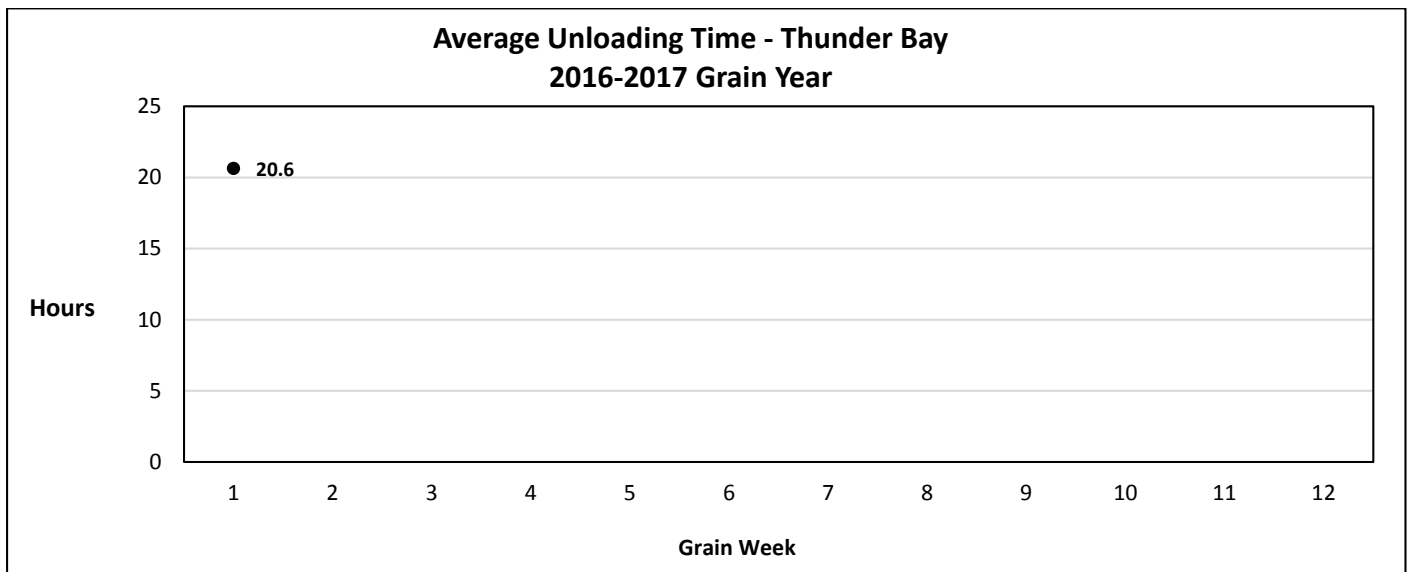
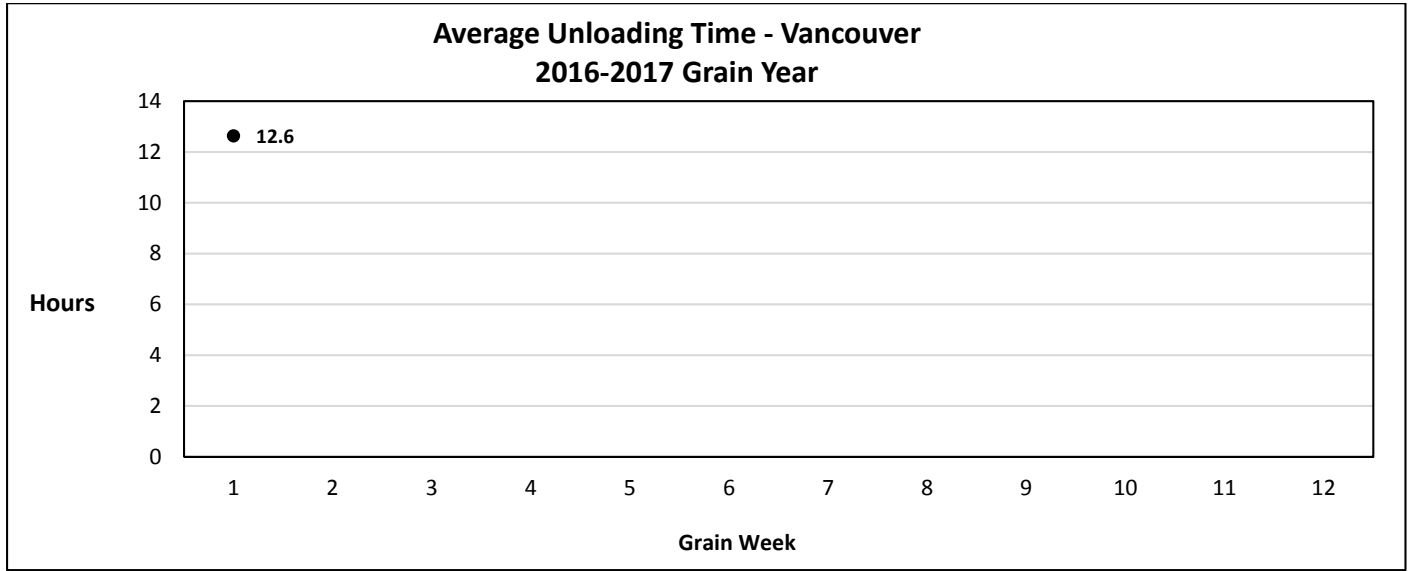




Destination Dwell Performance



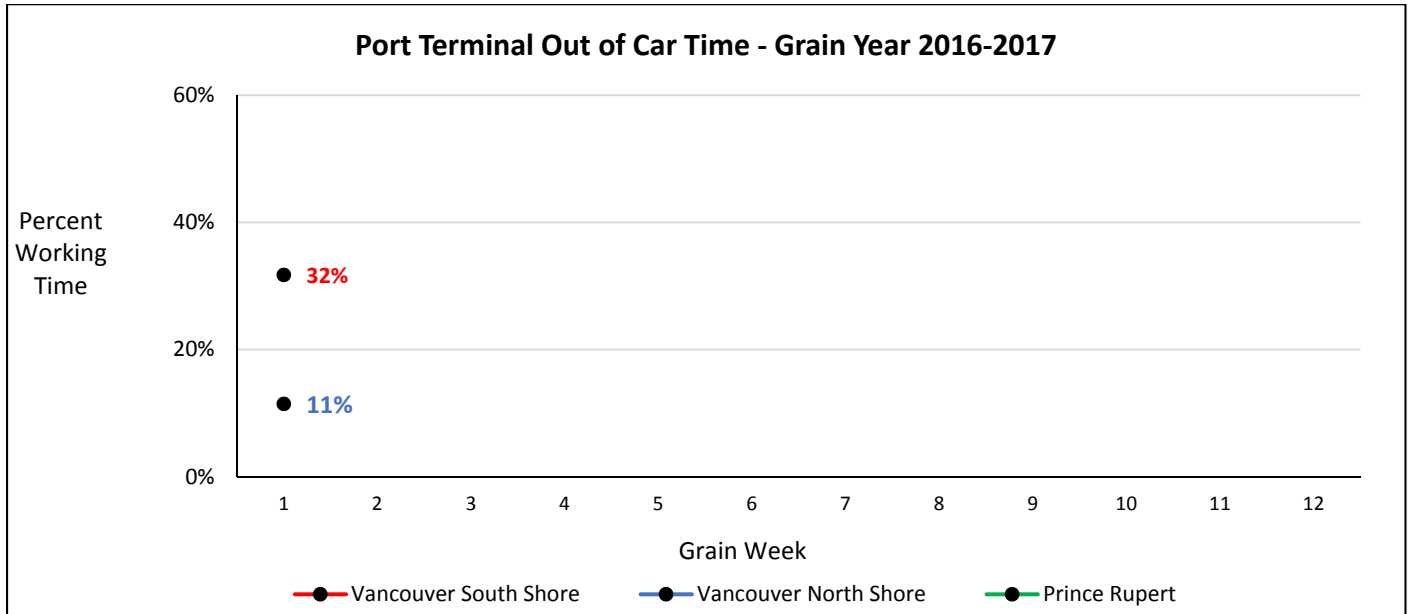
Port Terminal - Unloading Time



Note:

Unloading time performance data for Prince Rupert currently under review.

Port Terminal – Out of Car Time



Note:

No reporting for Prince Rupert for week 1.

Glossary of Terms

Hopper Car Demand	The total number of hopper cars ordered for a given want week for each of CN and CP. Demand data is presented for the current week report and for the grain year to date. Comparisons are provided for the current grain versus the prior grain year.
Empty Hopper Cars Supplied	A count of all empty hopper cars supplied for the grain service week being reported on. Supply is categorized based on whether it is for the current want week, for prior week orders or for future week orders (supplied early).
Supplied by Block Size	Percentage distribution of total hopper car supply for the current report week and year to date (YTD) based on the block size ordered by shippers and as reported by shippers.
Hopper Cars Supplied in Want Week	A count of all empty hopper cars supplied for a want week in that want week including cars supplied early which are considered on time.
Want Week	Order week as defined by the railways
Cars Supplied Early	Cars supplied for orders in a given want week supplied in advance of that week – these cars are considered on time for performance measurement purposes.
Cars Supplied Late	Cars supplied during a grain service week that are for a prior week’s orders.
Hopper Car Orders Supplied Within the Want Week	The number of hopper cars supplied by the railways during or in advance of the want week expressed as a percentage of total orders for the week.
Outstanding Orders	Orders that shippers expect to have fulfilled by the railways that remain unfulfilled as of the report date. This excludes bad order cars, shorted cars, denied orders and railway cancellations.
Unfulfilled Demand	The calculation of total unfulfilled demand for hopper cars represents the accumulated difference across all grain weeks in the year between the number of cars ordered by shippers and the number of cars supplied by the railway for those orders. This total unfulfilled demand includes orders not filled as a result of bad order and shorted cars and as such represents the volume of missed and deferred shipper orders.
Origin Dwell	The elapsed time from the release of loaded cars by shippers to the time the railways physically pull the cars from a shipper’s siding for movement to destination.
Destination Dwell	The elapsed time from the time a railcar arrives at the destination railway yard to the time it is placed at the receiver’s facility for unloading.
Port Terminal Unloading Time	The average elapsed time between the placement of a loaded car for unloading to the release of the empty car. This measure is based on railway reported placement and empty release events.
Port Out of Car Time	This measure identifies the percentage of working time that bulk grain port terminals do not have rail cars available for unloading due to railway service failures resulting in lost productivity.